

AB

AMUSEMENT BUSINESS®

SEC. OF TRANSPORTATION
ELIZABETH DOLE
TO ADDRESS IAAM
SEE PAGE 15

\$2.50

August 8, 1987

INSIDE...

LACK OF WORKERS HURTS PARKS

A shortage of workers is causing some unique problems at several fun parks in the Northeast, and it will worsen when the college kids head back to school. AB found that few parks have all their available positions filled. Result: longer food lines and rides being operated in shifts. See story on Page 54.

"WATCH US AND THEN JUDGE"

Contrary to pre-tour speculation, heavy metal band Motley Crue has not outraged authorities at most of the 16 concerts it has played so far on its "Girls, Girls, Girls" tour. City councils should witness a Crue concert before they judge whether the concert is unsuitable for young audiences, maintains band official. See story on Page 10.

KLONDIKE DAYS ATTRACT 650,673

Although it rained nine out of the event's 10 days, this year's attendance at the Edmonton, Alberta Klondike Days was up 64,571 over last year's run. Conklin Midway's brought in 50 rides and grossed more than \$1.4 million. Neil Diamond and George Strait packed the grandstands. See story on Page 58.

DEMS TO PACK ATLANTA'S OMNI

While Democratic presidential hopefuls are vying for nomination prior to Atlanta's convention next summer, officials at the city's Omni, where the confab will take place, are eyeing a profitable event. Atlanta '88, the group that recruited the event, has leased the 18,000-seat arena for up to three months. Meanwhile, Omni president Bob Dhue and his crew prepare. See story on Page 15.

TRAPPERS NOW FAMOUS

The dream streak ended at a record-setting 29 games, but the Salt Lake Trappers baseball team is still looking at other potential records: season attendance and gross revenues. The three-year old franchise of the Class A (Rookie) Pioneer League has relied all season on promotions to fill the stadium. Now they've found the best promotion yet: winning. See story on Page 45.

IN AB'S SHOW SECTION...

A runaway Clydesdale smashed the Mighty Blue Grass Show's Bully the Whale kid ride at the Heart of Illinois Fair in Peoria. But according to the show's president, Jim Murphy, business was anything but flat for the fair's midway grosses. Fair, cool weather and several nightly promotions brought the people out early in the run. See story on Page 74.

WILLIAMS NAMED PRESIDENT...

Six Flags Changes Management Lineup At New Jersey Great Adventure Park

By MELINDA NEWMAN

In a drastic move to restore public confidence, Six Flags Corp. has changed the management team at Great Adventure, Jackson, N.J., with a team of experts from other Six Flags properties.

Ray Williams, former president of

Great America, Gurnee, Ill., replaced Donald Conway, Great Adventure's president and general manager since August 1986. Williams has assumed the president's post at the New Jersey park.

The announcement came July 27, five days after a patron broke his leg on the

Serajevo bobsled, the latest accident at the park.

Attendance is running 10-15 percent below the projected figure according to spokesperson Donna O'Sullivan. Last year's attendance was 2.9 million. "We

Continued on Page 56



WWF PRINCIPALS — Vincent K. McMahon, left, is the head man of the World Wrestling Federation. With him at company headquarters in Stamford, Conn., are Ed Cohen, center, director of arena bookings, and Basil DeVito, vice president of marketing and affiliated relations. (AB Photo)

More International Dates, Matinees On WWF Agenda

By TOM POWELL

STAMFORD, Conn. — The World Wrestling Federation (WWF) drew a whopping 10 million live viewers and grossed approximately \$100 million from live matches in 1986.

Not content to rest on its laurels, however, the organization which is based here and headed up by Vincent K. McMahon, has figured a variety of ways to increase those figures in the future.

The astronomical numbers are derived from 1,200 events at arenas in North America, along with the 93,173 who at-

tended Wrestlemania III at the Pontiac (Mich.) Silverdome on March 29 — a record crowd for an indoor sports and entertainment event — as well as bookings in the Middle East and Far East.

Basil V. DeVito Jr., vice president of marketing and affiliate relations for TitanSports Inc., said it would be fair to show in compiling the numbers.

In a drastic departure, the WWF is changing its scheduling policy in regard to arenas where it is not the prime tenant

Continued on Page 40

Favorable Leases Help To Attract, Keep NBA Teams

By LINDA DECKARD

Sixty-seven percent of the 27 National Basketball Assn. (NBA) teams, counting the four expansion clubs, have renegotiated or negotiated leases with buildings during the 1980s.

The trend favors the teams (see chart, Page 50).

Three key cases occurred in 1986: • The Denver Nuggets asked for McNichols Arena and compromised on a joint venture deal that saw the team investing more than \$10 million in improvements for the right to get a return on investment by booking and profiting from all facility events.

Continued on Page 32



COL. MERLE — Merle Haggard received the honorary Colonel distinction prior to his first-ever public concert in Nashville. Jo Walker-Meador, executive director of the Country Music Assn., made the presentation on behalf of Tennessee Gov. Ned McWherter. (AB Photo)

The professionals at Allied Specialty Insurance understand your special needs and have the experience necessary to provide you with the best possible coverage at the least possible cost!

Serving the entire spectrum of specialty insurance needs



ALLIED SPECIALTY
INSURANCE, INC.

P.O. Box 40250 St. Petersburg, FL 33743
Phone 1-800-237-3355 • In Florida 1-800-282-4776



CMA's
Male Vocalist of the
Year!

George Strait

and his
Acas In The Hole Band

Exclusive Representation,
For Bookings Contact:

The
Erv Wootley Agency, Inc.
1000 18th Ave. South,
Nashville, TN 37212
(615) 325-2402

Improved Stage & Lights Enhance Hank Jr.'s Shows...

Continued from Page 10
arena-style rock and roll stage show. We got together on the air, the elements and what kind of dollars were to be spent."

The meetings culminated in a show requiring 34 people to set up and three trucks for travel. It features such things as overhead lighting and speakers, wireless mikes and instruments and amps which are hidden behind ramps and staircases.

The show offers an unobstructed view of Williams and his eight-member Bama Band. There is a computerized, 400-light lighting system, and Williams' logo (also the logo of the Roger Gun Co.) is brightly lit and suspended over the stage.

"I wanted to make sure they figured out a way to light that baby up," Kilgore said. During the acoustic segment of the show a "diamond light" curtain provides the backdrop, which gives the appearance of a starlit sky.

"A natural setting like that is what comes to mind when you think of Hank out there playing an acoustic guitar like that. It's pretty well-known that he likes hunting and fishing in places like

Few Protests...

Continued from Page 10

There are \$300-\$500 worth of indoor pyrotechnics at each show, including concussion bombs, aerial bursts, sparklers, flashpots and gerbs — some 50 special effects.

Light and Sound Design, Newbury Park, Calif., and Vari-Lites, Dallas, do the visuals, along with fireworks wizard Mike Singleton from MP Associates, Atlanta.

Here are reports from the arenas about Motley Crue:

KANSAS COLISEUM

Wichita Commissioners approved Motley Crue's agreement for a July 10 appearance, despite the opposition from the Wichita Street Ministers (WSM) and the National League of Decency. Motley Crue went SRO that night, and broke a building record on T-shirts and novelties. "We turned away a crowd of 2,500 at the door," said Manager Sam Pardo. "There was so much publicity because of these front-page articles in the local newspapers."

Some 44 arrests were made at the show, some 19 cited under the state's new liquor law because they were under age 19 and drinking. Nine others were treated for alcohol consumption. "Motley Crue cooperated with us in every way possible. They asked us not to sell beer, though we don't far these concerts anyway," Pardo said.

The WSM preached on the side-walks during the evening, but three city officials said Motley Crue was not too offensive for fans. Gross: \$180,945; Attendance, 12,200; Merchandise sales: in excess of \$100,000.

MISSISSIPPI COAST COLISEUM

Biloxi
Motley Crue sold out the July 2 show two days in advance, so security was increased by 30 percent because of street ticket demand. "We had no major incidents, only minor arrests; medical problems were only heat-related, because it was general admission," said Matt McDonnell, director of operations. "Production went very smoothly, and we'd welcome them back whenever they want to return."

Continued on Page 42

Montana. In fact, that's where he writes a lot of his material," Roth said. "It enhances the presentation. You've got to work around the artist, he can't work around you. The man and his music, that's what's most important."

Kilgore said that after a Las Vegas show last December 12, Ian Knight showed Williams a model of the stage set-up they are now using.

"We wanted Hank to see it because you really can't tell what it's like by looking at the sketches. After he saw it, Hank refined it and we got it just right," explained Kilgore.

Sound on the tour is provided by

Rock 'n' Roll, Atlanta, and Roth described it as a "top quality, 40- or 50,000-watt PA."

"We can play smaller places if we need to," Roth said. "We have three different ways to present the show — the A, B and C versions."

"We have a very seasoned group, the top group in the business," he continued. "We administer the entire road staff. All my guys love the road."

This tour began in January and continues until Oct. 12, Kilgore said. He added that Williams will be back in the studio in December, and the performer always takes a couple of weeks off during dove season.

Snake Handlers — Chris Whitesnake, left, a drum technician, and Stephen Hall, right, tour and production services, were crew members for Whitesnake during the Texas World Music Festival on June 30 at the Cotton Bowl in Dallas. Whitesnake was one of five bands that were openers for headline Boston. (AP Photo)



Every time you book an event, think about this:

Wrestlemania III at the Silverdome in Pontiac, Michigan broke the indoor attendance record with 93,173 avid fans. And in the year's to come we plan to make more history!

The World Wrestling Federation is more than an attraction. It's a phenomenon. One of a kind. And we're staffed with a professional marketing, promotion and publicity team that's second to



T & TOWEL — T. Graham Brown didn't throw in the towel when touring Kenny Rogers began filming his third "Gambler" movie. Instead, the entertainer is working harder than ever, touring the Midwest and South before reuniting with Rogers Aug. 23. Then he'll embark on his first ever European tour in September.

GOING TO EUROPE IN SEPTEMBER...

T. Graham Brown Does Double Duty As Road Mgr.

By LISA ZHITO

NASHVILLE — T. Graham Brown, who has been touring with Kenny Rogers since June 1986, could be taking a break while Rogers films his third "Gambler" movie. Instead, the entertainer is working harder than ever, touring the Midwest and South before reuniting with Rogers Aug. 23. Then he'll embark on his first ever European tour in September.

Brown's touring is unusual in that he acts as his own road manager. "The purpose of a road

manager is to take the pressure off of people like me. Well, I do it all myself," he told AR. "I collect all of the money, go to the airport to get everyone, make sure everyone is where they should be on time."

"The reason I do it myself is because the road manager I want is my brother, and he's in Atlanta with a very profitable wholesale liquor business. I can't afford him," he joked, adding with a laugh, "but I figure I'm saving myself about 30 grand a year."

While most artists might prefer

to have someone else handle the headaches incurred on the road, Brown is undaunted by the detail work. "Right now it's pretty easy, but when it starts getting a little more hectic I'll probably have to get someone to help me out."

Gene Ray, Rogers' road manager, offers his assistance when Brown is on the "Kenny" tour, taking care of many of the details which Brown is now handling on his own. "Ray volunteers to help me out with some things. He's a great guy, but that's the thing

with the Kenny tour — everyone is so nice."

Brown is at a stage in his career where he handles a personal one night and is the opener the next. And while his dates are not few, they can be far from easy.

For example, from his home base in Nashville, he was to headline two shows at the Sherman House Theatre in Sullivan, Ind., on July 24, open two shows for Ricky Skaggs at the Calhoun (Ga.) Music Park the next day, open two shows for Reba McEntire at the Montgomery City (Mo.) Fair the day after that, and be back in Nashville for a taping of TNN's "New Country" television show July 28.

"There's no difference for me between being the headliner or opener," Brown asserted. "I do the same thing, the same show. It's just as soon as my third time and give 'em a hard act to follow, that's what I always say."

Brown and his backup band, The Hardtops, travel in a leased bus or take a plane when the distances are too great between dates. Each band member is responsible for his own amp and instruments, but all lights and sound are provided by the promoter.

"We have a very long technical rider which specifies exactly what is needed," said Brown. The quality of equipment varies, he acknowledged. "On the Kenny tour, it's the best you've got going. Some of the big fairs are usually pretty good too. We want the best sound possible, of course."

"The past year with Kenny Rogers has taught me a lot," he continued. "Playing those huge venues and touring with Kenny, I've grown to appreciate him. He's a real professional." He's also grateful for a wireless microphone on loan from Rogers plus a gift of some hand-tailored clothes which Rogers no longer wears.

Brown departs for his first tour of Europe Sept. 4. Dates are still being set, but he said he'll definitely be performing in England and Germany, and possibly Holland and Belgium. He has already made two advance publicity trips, the latest one to Germany which he said was very well received.

He's excited about the overseas dates, but he's "just going (over there) to get my name out there. I'm just going to break even, I'm not looking to make any money."

In October, he is to begin work on a new album for Capitol Records. He is booked by the William Morris Agency.

His first success was as a singer of commercial jingles, and while he can still be heard in advertisements for McDonald's, Strub's, Coca-Cola Classic, 7-Up and the Sears Discover card, among others. The commercials offer a nice guarantee should the touring and live performing career turn sour.

Said Brown, "Touring is fun, but I'm having to work my ass off to get myself established. I mean, maybe I'll just have to do a couple of tours a year. There are a lot of people out there who aren't working, though — I'm just happy I'm at least in demand."

none. When you add it all up: audience... attraction... organization and merchandising, the WWF is the best in the business.

Awsome Drawing Power
Call Ed Cohen 203 352-8600



WANT A PICTURE?

You can get an action-packed picture of the WWF... the only of its kind in the world... displayed in the WWF... the only of its kind in the world... displayed in the WWF... the only of its kind in the world... displayed in the WWF...



AN AUSSIE AND HIS LASSIE — Lloyd Martin, director of the Sydney (Australia) Opera House, and his wife, Alexandria, came from Down Under to attend the Box Office Management International conference in San Antonio, Texas. (AB Photo)

TEXAS SIZE FACILITIES FOR ALL EVENTS WITH TEXAS SIZE AFFORDABILITY



THE JOE & HARRY FREEMAN COLISEUM

No matter what the event, your ticket for success is with the Joe & Harry Freeman Coliseum. An established friendly atmosphere with an experienced staff on the best exhibit grounds in south Texas is a winning combination for your event.

The Joe & Harry Freeman Coliseum is a Texas size facility at rates below what you would expect. The Coliseum is a clear span structure with no interior supports making every seat a good seat. 31,250 square feet of concrete arena floor space, and seating capacity of 12,000. 10,000 capacity parking area.

Joe & Harry Freeman Coliseum • San Antonio, Texas 78220
P.O. Box 20241 • 3201 E. Houston St. • 512 226-1177 or 224-6090

WWF Cuts Back Dates At Selected Buildings

The World Wrestling Federation (WWF) is changing its scheduling policy at arenas where it is not the prime tenant for wrestling events or where wrestling is presented more than once per month.

Two specific venues to be affected by this change are the Baltimore Arena and the Pittsburgh Civic Arena.

A prepared WWF release stated:

"When the WWF was prime tenant in those two facilities, the WWF made a commitment to 12 live events annually. However, with the current situation of multiple wrestling promotions, the WWF can no longer make the commitment to these buildings because other venues offer better opportunities for the dates."

"Therefore, we have decided to immediately scale back in those buildings from the current 12 dates per year to a total of six in 1988."

"This is a difficult decision, considering our long association (since 1961) with the Pittsburgh Civic Arena and (since 1963) with the Baltimore Arena. This is an interim measure while we continue to evaluate these markets. We are simply scheduling our events in venues which will allow for the maximum opportunity on a given date. Much like other events, such as ice shows and the circus, the WWF seeks to avoid the confusion that is caused by scheduling similar family shows in the same arena."

"During the last 12 months, the WWF has experienced tremendous success, especially in 25 new buildings promoted for the first time. We intend to continue to follow an aggressive expansion policy by adding dates in successful venues and new dates in buildings not currently presenting the WWF."

Ed Cohen, director of arena bookings, and Basil DeVito, vice president of marketing and affiliate relations, pointed out that the policy actually only affects a few markets.

DeVito stated, "Our research and analysis has shown that in arenas where we are the prime wrestling tenant, events are significantly more successful than in the very few arenas where there is more than one wrestling promotion per month. In fact, in the long run, such markets have deteriorated substantially."

Cohen said, "We do 1,200 events a year, so there are only so many nights. Numbers don't lie. When we are the prime tenant, per caps are at least 10-20 percent higher."

"This is an extremely difficult decision, but all the numbers pointed toward making it."

More International...

Continued from Page 3

for wrestling events (see story, Page 40). It is adding weekend matinees in the fall and winter months; expanding international markets by debuting in Europe this fall in France, Belgium and Italy, and "hoping to break the ice in England, too," according to James E. Troy, vice president of the International Division of TitanSports Inc.

The WWF is also increasing its number of promotions with National Basketball Assn. and major league baseball teams, and playing more fairs, with Buddy Lee Attractions of Nashville coordinating those dates. Among those booked this summer are the Wisconsin, Indiana and Kentucky state fairs.

WWF TV presentations, all produced in-house, are seen in 250 markets, and rank third, behind "Wheel of Fortune" and "Jeopardy" in the ratings for nationally syndicated shows, reaching 95 percent of U.S. households.

"But the live gate is No. 1 with us. We get feedback from three arenas every day of the year because that's how many we usually play a night," said Ed Cohen, director of arena bookings for TitanSports Inc.

"Our events are not changed to suit television. Arenas are our bread and butter," said Cohen, who noted that he probably books more live events than anybody else in the country, including 86 matches this July.

In an exclusive announcement to AB, Cohen said Wrestlemania IV is scheduled for March 27, 1988 at a site still to be selected. Negotiations are currently taking place with several venues. Wrestlemania I was held March 31, 1985 at Madison Square Garden, with Wrestlemania II at three sites — Nassau Veterans Memorial Coliseum, Uniondale, N.Y.; the Rosemont (Ill.) Horizon, and the Los Angeles Memorial Sports Arena.

"We are making more events available where opportunities exist," said Cohen. In explaining a cutback from 12 dates a year to six at the Pittsburgh Civic Arena, where it has appeared since 1961, and Baltimore Arena, where it has been since 1962, Cohen stressed, "We are not cancelling dates, but switching to new markets that we were unable to accommodate in the past."

"We have heard building managers cry about the lack of summer product. We are out there every

Continued on Page 41

S.C. Venue Adds Telephone Charge

Tickets to events at the Carolina Coliseum on the campus of the University of South Carolina, Columbia, are now available through a telephone credit card charge system.

Tickets may be charged by phone to MasterCard or Visa; a \$2 service charge will be added to the ticket total. Callers will receive the best seats available at the time of the call.

Buyers may pick up their tickets at the coliseum box office beginning 24 hours after placing their order and continuing through the evening of the show.

Fla.'s Ocean Center Honored For Design

A 1987 Honor Award for Design Excellence has been bestowed on Ocean Center, Daytona Beach, Fla., by the Florida Central Chapter of the American Institute of Architects.

The 225,000-sq.-ft. multi-purpose structure was one of five buildings selected from 54 entries.

Ocean Center was constructed of a series of graduating curves. The white concrete and stucco "waves" are reminiscent of the breakers from the Atlantic Ocean; the landscaping makes it a lush, tropical environment. There are white metal panels, blue glass skylights and windows in the \$26 million arena.

The overall project was completed five months ahead of schedule and \$750,000 under budget through Ellerbe Associates, Minneapolis, and Ellerbe Builders, Tampa.

TICKETS

RESERVED SEAT
Conventional or Computer
Ask About Our Lottery-Ticket
Service

COMPUTER
FORMS
ROLL AND
BOOK STRIP TICKETS

BADGES AND
ARM BANDS

COUPON BOOKS
I.D. CARD
VALIDATION STICKERS

WELDON, WILLIAMS
& LUCE, INC.
"THE TICKET PEOPLE"
P.O. Box 180
Fort Smith, AR 72902
501/783-4113



See Us In Booth #1202 IAAM Show

THE SUN DOME
*Shines
on any occasion!*

In the heart of
Florida's Sun Coast...
11,000 Seat Special Events Center
on the campus of the
University of South Florida
Tampa, Florida
(813) 974-3111



More International Dates, Matinees...

Continued from Page 40

night of the year, including Christmas. We are making more events available when opportunities exist," said DeVito.

He added, "we offer a full turn-key promotional event. We come to an arena with TV support anywhere from three to five weeks in advance of a show. Our interviews with Hulk Hogan, Randy Savage, Andre The Giant or whoever, are all localized. We're international, yes, but local in impact."

FAMILY TRADITION

Joe McMahon began the family business by promoting athletic shows, as they were called then, which included boxing and wrestling matches. His son, Vincent J. McMahon had his so-called territory with Capitol Wrestling, promoting in the Northeast from the 1950s through 1961.

Vincent K. McMahon, Vincent J.'s son, took over on June 6, 1982. At that time, WWF, which was founded in 1963, was seen on 79 television stations and produced only 200 live events a year. Growth has been phenomenal ever since.

McMahon has also served as a colorful announcer for the Wrestlemanias and five shows dubbed as "Saturday's Night Main Event" on NBC.

Starting Aug. 26, 1986 at the Providence Civic Center, where 12,297 turned out, and through July 16 of this year, WWF has produced 37 live network events that drew paid houses totaling 370,925. This includes the five NBC broadcasts.

WWF now has 111 people on its payroll here and in a New York sales office, and even publishes its own magazine.

Its merchandising arm resulted in more than \$200 million in gross sales last year. "We have 56 licenses," said DeVito.

In a joint venture with Coliseum Video, WWF has produced 39 cassettes, according to Dick Glover, vice president of business affairs. The Wrestlemania III tape has gone platinum, selling more than 100,000 units. All cassettes are sold in stores and by catalog.

Cohen, who is now booking into the year 1989, pointed out that WWF has about 12 rings, its own trucks and drivers, and sets up and dismantles at all events.

The first matinee will be a card at ARCO Arena, Sacramento, Calif., on Oct. 31, with another show that evening at Selland Arena in Fresno. "We will use the same wrestlers, if possible, but not always. We will charter for Hulk, when necessary," said Cohen, adding, "we have our own in-house travel agency, too."

According to McMahon, insurance has not provided a major problem. "The number of events we do give us a bit of economy."

He pointed out, "we were the first to erect steel barriers, for the protection of the wrestlers, and fans, all around the ring and all the way back to the dressing room area."

Asked if he ever dreamed WWF would achieve the popularity it has today, McMahon didn't hesitate when he said:

"I bet the farm on it! The basic principles have always worked. It was there, so I figured why wouldn't it work on a worldwide basis? We were in 13 states, now we're in 49. We're a big company, but we still maintain a family atmosphere. We have 80 wrestlers who work exclusively with us, and we have talent agents looking all the time."

When asked if there have ever been any postponements, Cohen said it happened once in Buffalo, due to bad weather. "We make a commitment to be where we're supposed to be. When we know weather is going to be bad, we get our guys in early," said McMahon.

"We try to find eccentric personalities who can perform. We are now booking matches in every state except Alaska and we'll be there some day," said McMahon, adding:

"The greatest thing that happens is when a customer says, 'Gees, I really had a good time tonight,' and wants to come back. We thrive on repeat business."



SUPPORT GROUP — This group works behind the scenes to produce more than 1,200 live World Wrestling Federation events a year. From left are Bill Datre, Fran Murphy, Don Glass, Melisa Melser and Andrew Whitaker. (AB Photo)

Here's the Next Best Thing to Spectacular Management

Presenting Specialized Services for Arenas, Stadiums, Convention and Civic Centers.

The vast resources and unequalled, hands-on experience of Spectacor Management are now available on a specialized basis.

Our Arena Marketing Group and SMI Consulting Associates can provide you with specific help for proposed facilities in the planning stages. For facilities under construction. Or for established, successful facilities in need of fresh thinking in some selected areas.

Arena Marketing Group

ArenaVision—We represent the most dynamic innovation in scoreboards in decades—a video scoreboard for indoor arenas!

Event Promotion—We can help or handle everything from sponsorship and group sales, to advertising and public relations.

Advertising Sales—How to turn your facility's public areas into profit makers.

Contact Carl Hirsch, Vice President
(215) 875-5247

SMI CONSULTING ASSOCIATES

Providing specialized services in the following areas:

- FEASIBILITY STUDIES
- GROUP SALES
- MARKETING
- TICKETING
- PROMOTION & PUBLIC RELATIONS
- FACILITY DESIGNS
- SECURITY
- FINANCE
- NOVELTIES & CONCESSIONS
- BOOKING
- CAPITAL IMPROVEMENT PLANS

Contact Mitch Sauters, Senior Vice President
(215) 875-5236



SPECTACOR MANAGEMENT

A SPECTACOR AFFILIATED ENTITY

The Spectacor Building/230 South 15th Street/Philadelphia, PA 19102

Spectacor Affiliated Entities:

The Philadelphia Flyers / SpectaGuard / Spectacor Management / Arena Marketing Group / SMI Consulting Associates / Showcase Stores / The Complete Athlete / Hughes Television Network / Ovals